

WHY USE SRM?

- Improve visibility across the supply base to decrease risk and excess inventories
- Build collaborative partnerships with industry and suppliers
- Improve supplier related business processes
- Create competitive advantage by bringing better and more customer-centric solutions to market
- Enhance responsiveness to customer needs

BENEFITS TO SUPPLIERS?

- Reduction in costs
- Better communication for better supply management and fewer out-of-stock and overstocked items
- Relationship driven, qualitative feedback on actual performance
- Improve operational execution through improved interaction with Customer Relationship Management organization



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SUPPLIER RELATIONSHIP MANAGEMENT

SRM Vision: SRM provides seamless interaction between DLA and its key suppliers that optimizes capabilities and resources for world-class support to the warfighter.

DLA Vision: Right Item, Right Time, Right Place, Right Price, Every Time – Best Value Solutions for America's Warfighters

Online at: www.dla.mil/srm

WHAT IS SRM?

SRM is a strategy for building relationships with key suppliers across the DLA Enterprise. It is a way of evaluating and leveraging supplier capability and using the knowledge gained to improve business processes. SRM is a critical element in DLA's shift from managing supplies to managing suppliers.

SRM establishes DLA as an integral partner in the end-to-end supply chain linking our suppliers with our customers.

BENEFITS TO CUSTOMERS?

- Decreased lead times through programs such as Strategic Materiel Sourcing and Prime Vendor agreements
- Fewer out of stock items due to better communication and information sharing
- More efficient and accurate information regarding supply availability due to DLA's increased visibility of suppliers' commitments to meeting forecasted demands

BENEFITS TO DLA?

- Improved relationships with key suppliers
- Partnering opportunities with suppliers for issue resolution
- Integration of suppliers into business processes for improved execution
- Strengthened customer confidence that mission requirements will be met

IN SUMMARY

The Defense Logistics Agency, through its Supplier Relationship Management program, is partnering with key suppliers. SRM allows both parties to work jointly to leverage commercial capabilities to reduce inefficiencies throughout the supply chain and provide the best support to our customers.

